B. Lloyd Sewell

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PROFESSIONAL PROFILE:

Lloyd Sewell started in business as an importer of golfing equipment (1988), while living in South Holland, He has both UK and European business experience, expertise in developing and providing training and advice to individuals and small businesses, counselling for new business start-up, providing training on bookkeeping and accounting systems, developing business plans and developing and delivering business training courses.

The areas of business services provided include; management consultancy to small firms, business diagnostic, business training, business strategy, e-business solutions and marketing for small firms.

He has extensive (IT) experience which began in (1970), he has successfully set up (IT) training centres in the UK, Holland and Germany, other (IT) projects include the development and presentation of several training projects, including Business (IT) for start-up companies for the University of Greenwich.

His most recent training project is the SCORM complaint "Tendering for Contracts Training" this was originally delivered in the form of a one-day workshop to small firms and is now available on-line, the core content includes marketing products and services to contract providers, implementing quality management systems, managing contract projects and tender document preparation.

The critical success factors of his service provision are based on supplying client's needs, with innovative solutions that deliver business benefits.

His other past activities include, treasurer of Thames Valley Small Business Club, member of a local authority action group, member of a government sponsored executive action program, and member of the Prince's Youth Business Trust, He has been instrumental in the planning and successful delivery of the first Black Lawyers Conference in London in year 2000.

Having lived and worked throughout Europe for over 40 years, he has well developed interpersonal skills.

OUTSTANDING ACHIEVEMENT

- Business Consulting for Golf Courses and Driving Ranges, (1987-93), Fund raising for a charitable organisation, writing sponsorship proposals,
- Volunteered to provide management assistance to Government sponsored Job Clubs through Executive Action Program 1994/5
- Developed and recently conducted a successful workshop on "Tendering for Contracts" for small firms, workshop conducted with support from a local authority and government business support agency.
- Developed web site devoted to providing business information and development advice for small firms.
- His training programme "Tendering for Contracts Training" has been endorsed by SFEDI, a government business and training accreditation agency

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BUSINESS EXPERIENCE

- **Business Consulting** - Golf Course and Driving Range Management
- **Business Consulting and Training** - Use of Computers in Business
- **Writing Proposals for Business Projects -** Golf Course and Driving Range Projects range between (£30,000 to £1m)
- **European Business Experience** includes - Contacts with Banks, Hotels & Motels, Accountants, Financial Advisors, Chamber of Commerce, Commercial and Residential Agents.
- **Prepared and submitted Business Proposal –** for an Administration Centre to a local authority action group in relation to Ethnic Minority Businesses.
- **Providing Business Start-up** - Counselling sessions for a government business support agency
- **Prepared and Submitted -** Tender Documents for various government projects.
- **Prepared and conducted - "**Tendering for Contracts" workshops
- **Treasurer** - Thames Valley Small Business Club (1994 - 1996)

AREAS OF EXPERTISE - SUMMARY OF SPECIALISMS

- Provided Business Diagnostic Consultancy,
- Provided Business Start Up Planning,
- Developed Business Training Programs,
- Preparation of Business and Marketing Plans
- Provided Business Computing Consultancy and Training
- Developed SME Customer Relationship Management Training,
- Developed Tendering for Contact training project workshop for SME's
- Completed various Tendering for Contract Documentation,
- Developed Training Program Development – SME Management Skills,
- Web Site Development, eAsset Management, Seminar Development,

RECENT TRAINING PROJECTS INCLUDE

- Tendering for Contracts Workshop – accredited by SFEDI, a government body
- Business IT Training for new start-up firms at the University of Greenwich - sponsored by SFEDI
- Provided One to One Bookkeeping Training course
- Developed Sales and Sales Management Training Programme for garment manufacturer
- Developed web site to provide support training and information for small to medium enterprise

RECENT BUSINESS SUPPORT PROJECTS DELIVERED INCLUDE

- Marketing for EU funding workshops
- Business Plan Development – Courier Service
- Business Plan development for start-up company
- Business Diagnostic for small manufacturing company
- Business Plan for national launch of a business training programme
- Web Site Analysis and Evaluation – Quality Assurance
- Marketing B2B Projects – International Web Based Marketing
- Business Diagnostic – Furniture Manufacturing Company
- Strategic Business Re-Structuring & Development Plan – Garment Manufacturing Company

CURRENT PROJECT - Reason -

Tendering for contracts training programme no longer available: http://ipt101.com

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CONTINUING PROFESSIONAL DEVELOPMENT ***SPECIALIST COURSES***

Course Content	Organised by	Course Duration
Golf Club Management	Golf Management Services – (1988 – 1989)	• (*6 months distance learning course)*
Small Business Skills Workshops	Brunel University - (1995 – 1996)	• (*12 days @ one day per month)*
ISO 9000 Implementation	Business Link Thames Valley - (1996)	• (*one day/month * 6 months)*
Project Management Software	The Projects Group – plc - (1996)	• *(one week workshop)*
Entrepreneurs Workshop	West London TEC - (1996)	• (*one week workshop)*
ISO 9000 using Software	Business Link Thames Valley - (1997)	• *(one week workshop)*
Marketing NVQ	TDLB - (1997)	• (*two day workshop)*
Year 2000 (IT) Contingency Planning	National Computing Centre (1997-98)	• *(three day workshop)*
SME e-Commerce Consultancy	The institute of Business Advisors - (2000)	• *(one week workshop)*
Customer Relationship Management	RightNow Technologies Software - (2000)	• *(one day workshop)*
Process Benchmarking	The institute of Business Advisors - (2000)	• *(one day workshop)*
E-Business Metrics	Customer Relationship Management - (2000)	• *(one day workshop)*
NVQ Assessor	Business Link Berks & West	• *three day workshop*
Spend Management	ARIBA plc	• *(one day workshop)*

QUALIFICATIONS

Qualifications and/or examinations	Date	Level	Grade Achieved
• **Information Technology**	(1997/98)	Post Grad Diploma	Post Grad Dip
• **MBA in Small to Medium Enterprise Management**	(2000 – 2003)	**(*)**	(course cancelled)
• **NVQ Assessor – (IT & Customer Care)**	(2003)	Level 3	Level 3

PROFESSIONAL MEMBERSHIP

- Reg. Consultant: Business Link - Small Business Service
- Reg. Lecturer: Protocol Professional Services
- Reg. Member: The Institute of Business Consulting
- Reg. Consultant: Association of British Credit Unions Ltd (ABCUL)

REGISTERED BUSINESS SOFTWARE CONSULTANT

- **Intuit** ~ Financial Management, Bookkeeping Accounting & Payroll Software
- **Pegasus** ~ Accounts Management Software
- **Paradigm** ~ ISO 9000 Software Implementation
- **Quest Software** ~ Web Site Quality Analysis
- **Mindjet Software ~** Project Pre-planning Software
- **Thomas International** ~ Psychometric Personal Profiling Analysis

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